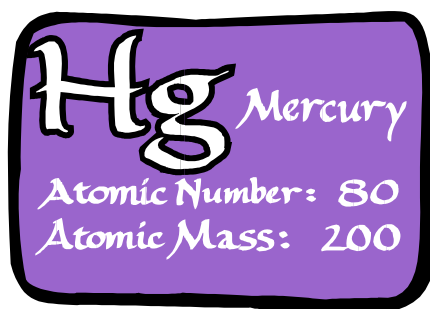


EPP Buyer Update

Volume 2. February 2003

Mercury: New State Contracts Offer Pollution Solutions

Most of us are now aware that mercury contamination in our environment poses a serious threat to public health even at low doses, and is equally dangerous to countless species of wildlife. What we may not realize is that this toxic metal is present in hundreds of consumer products, including medical supplies, electrical equipment, cosmetics, building materials, appliances and more and that relatively insignificant amounts of it can create significant problems. For instance, about one gram (the mercury content of 87, 4-foot fluorescent lamps) of airborne mercury deposited each year into a 25-acre lake will contaminate the fish to a level that is unsafe to eat. Thus, when we discard these items in the general waste stream, the mercury contained in these products is unnecessarily released into the atmosphere and eventually falls back to earth to contaminate our air, water and various sources of our food supply.



Dismal as it may sound, one solution to this toxic cycle is being offered by the Commonwealth of Massachusetts in the form of mercury-free statewide contracts. State agencies, cities, towns, schools and others that are eligible to purchase from a state contract have the opportunity to purchase alternative products that are mercury-free in several product areas. Current contracts include the medical-surgical supply contract (HSP16), as well as the new Industrial/Commercial Supplies (FAC28) and the soon-to-be-awarded Building Materials and Supplies (FAC27). However, while mercury-containing products are still in use, proper recycling is also critical.

In response, the state recently awarded statewide contract #FAC26, Collection and Recycling of Fluorescent Lamps and Mercury-Containing Devices and Cathode Ray Tubes, Computers and Electronics. The contract covers the collection and processing of a host of items containing mercury and/or lead and includes rigid specifications for their recycling, reuse, or disposal at a licensed facility.

The contract is divided into two categories:

- A) **Collection and Recycling/Disposal of fluorescent lamps, mercury devices and ballasts** (Contractors: AERC, Northeast Lamp Recycling and Onyx Superior (formerly Superior Special Services), and
- B) **Collection and Recycling of CRTs – containing electronics, computer components, computer peripherals and miscellaneous electronics** (Contractors: ElectroniCycle and Onyx Superior).

All contractors are required to collect materials from state or municipal facilities within the number of days established in the contract and provide pricing that includes the cost of packaging and transportation. Many offer additional services such as training, one-day collection events, and mercury spill kits. For more details on what your agency, facility or community can do to take advantage of this responsible, cost effective purchasing opportunity, visit <ftp://ftp.comm-pass.com/Data/0135170007.pdf>.

In This Issue:

- **Opportunity to save on recycled paper** – OSD's first Paper Big Buy.
- **In the Works:** What new contracts are currently being developed at OSD?
- **Upcoming Events:** Western Massachusetts Recycled Products Showcase.
- **The Consumer's Corner:** Energy Efficiency Tips

In the Works

From the creators of all Massachusetts statewide contracts... Here are a few new contracts with environmental components that OSD is currently working on:

Currently under evaluation:

OFF15. Printing and Mail Services. Six years ago, when the current offset printing contract was being developed, the main challenge was to ensure that all contractors use recycled-content paper. Today, OSD in collaboration with the Department of Environmental Protection and the Office of Technical Assistance (part of Executive Office of Environmental Affairs) aim at promoting pollution prevention. Each commercial printer will receive an environmental score based on their pollution prevention and other environmental efforts. The PMT intends to encourage purchasers to utilize contractors with the highest environmental scores.

GRO16. Cleaning Products, Environmentally Preferable. A new statewide contract for environmentally preferable cleaners is coming! The team working on the contract intends to provide contract users with more vendors and a wider selection of cleaning products. A vigorous review of the product chemical formulation is mostly complete. In an effort to ensure that all cleaners available on the new contract work well, OSD teamed up with the Surface Solutions Laboratory at the Massachusetts Toxics Use Reduction Institute to test each product's cleaning efficacy. The winners will be admitted into the final evaluation process estimated to be complete within the next two months.

A Note from the EPP Program

We hope you find this newsletter a useful publication. Please let your colleagues know about it and encourage them to subscribe. We welcome any comments/suggestions on the form and content of the newsletter. Specifically, we would like to hear from you about the following:

- What are the topics you would like us to address in the newsletter?
- What questions would you like to see in the FAQs section of the newsletter?

Please send your feedback to Dmitry Nikolayev at dmitriy.nikolayev@osd.state.ma.us or call him at 617-720-3351.

Hope to hear from you soon,

Marcia Deegler and Dmitry Nikolayev

The Consumer's Corner.

Saving Energy at Home: A Book and Free Tips from the American Council for an Energy-Efficient Economy.

The American Council for an Energy Efficient Economy (ACE3) published the 7th Edition of its Consumer Guide to Home Energy Savings, a source of no-nonsense advice on saving energy and money in your household. "We've sorted through the thousands of major home appliances and heating and cooling systems on the market and picked out those that are the most efficient. We've also pulled together tips on operating new and existing appliances to reduce energy use and improve performance," say the authors of the Guide.

Many of the tips from the Guide are available on the website for free – just scroll down to the bottom of the page (link below) and you will find them. Free recommendations cover:

- Windows
- Heating and Air Conditioning
- Laundry
- Buying a new refrigerator

More information in the guide available from ACE3 for under \$9.00 plus shipping. More information and tips at

<http://www.aceee.org/consumerguide/index.htm>

Upcoming Events

Western Massachusetts Recycled Product Showcase 2003 - February 26!

The Western Massachusetts Recycled Product Showcase 2003 will be held on Wednesday, February 26th at Hampshire College in Amherst MA from 9AM-1PM. Select vendors will be present to demonstrate their products. Speakers include Jeffrey Hollender from Seventh Generation, OSD environmental purchasing staff and Jim Sicord of IKON Office Solution. This is a great opportunity to learn about recycled products. For registration or more information e-mail Arlene Miller at arlenem773@aol.com.

Subscription Information

The EPP Buyer Update newsletter is published by the Environmentally Preferable Products Purchasing Program at the Massachusetts Operational Services Division, One Ashburton Place, Room 1017, Boston, MA 02108, 617-720-3351, 617-727-4527 fax. Visit us online at <http://www.mass.gov/osd/enviro/>. To subscribe to or unsubscribe from this newsletter at http://www.mass.gov/osd/enviro/newsletter_form.html

Paper “Big Buy”

Stretching the Paper Dollars

Recycled 8-1/2” x 11”, 20# Photocopier Paper Big Buy Program FY’ 2003

Did you ever wish for recycled paper to be just a little bit cheaper? Your wishes are about to come true. OSD’s Office Equipment, Supplies and Services Procurement Management Team (PMT) offers state agencies, authorities, schools, cities, towns and all other entities eligible to use statewide contracts an opportunity to participate in a “Big Buy” for recycled photocopier paper.



If you are interested, please answer a few survey questions on Page 4. Your answers will enable the PMT to provide the OFF05 Contractors with the information necessary to negotiate a discounted volume rate for 8-1/2” x 11”, 20#, 30% post-consumer content photocopier paper. The negotiated discounts would then be available for all Eligible Entities during the months of June, July and August 2003.

Survey deadline – March 21, 2003! Your response can be submitted via email to office.ptl@osd.state.ma.us or by fax 617-727-4527.

Get the Biggest Bang for Your Buck... Buy Recycled!

Using recycled content in paper not only reduces the need for trees to be cut, but reduces the amount of paper going to landfills and saves energy in the processing and manufacturing phase, which in turn saves water and reduces green house gas emissions.

Did You Know That...

The Commonwealth purchases of office paper and envelopes in FY 2001 alone containing 30% post-consumer recycled content equated to saving:

- 9168 cubic yards of landfill space
- 55,015 trees
- 53,487,000 gallons of water
- 8253 barrels of oil, and
- an equivalent (in air emissions) of keeping over 700 cars off the road

Add your purchases to the BIG BUY and get much more than just paper! Save money and Save valuable resources in Massachusetts and beyond!

“Big Buy” FAQs:

What is “Big Buy?” The “Big Buy” program is an opportunity for all entities eligible to purchase of the statewide contracts to consolidate their purchasing volumes and ask paper suppliers to lower their pricing for a specific period of time.

How does this work? You provide the Office Supplies and Services PMT with your estimated purchase volume for June, July and August 2003 and the price at which you would be willing to purchase the paper. The PMT will add up the volumes from all participating purchasing entities and – based on that combined volume – negotiate discounted pricing.

When will the reduced pricing be available? The PMT intends to negotiate discounted pricing for the months of June, July and August 2003.

Does submitting the survey constitute my commitment to participating in the “Big Buy” Program? Yes. If the Commonwealth’s contractors offer paper at the price you provide in the survey as the price you would be willing to pay or lower, you would be expected to utilize the “Big Buy” program for your purchase.

Fill out the Questionnaire on Page 4!

Paper "Big Buy"

Stretching the Paper Dollars

Recycled 8-1/2" x 11", 20# Photocopier Paper Big Buy Program FY' 2003 Questionnaire

Please take a moment to complete and submit the survey below by March 21, 2003 to assist us in evaluating the scope and potential for the "Stretching the Paper Dollar Big Buy Program". A minimum of 40-cases/1 skid must be ordered per delivery location. Your response can be submitted via email to office.ptl@osd.state.ma.us or by fax 617- 727-4527.

1. Do you plan a major photocopier paper purchase with delivery during the months of June, July or August of a given year?

☐ Yes ☐ No

2. If yes, choose (✓) ONE of the following:

- ☐ 20# 8-1/2" x 11" recycled 30% post-consumer content at what cost \$_____ per case
☐ 20# 8-1/2" x 11" virgin paper at what cost \$_____ per case.

3. How many cases of paper per delivery location do you plan to purchase for delivery during June, July or August of a given year? (Minimum of 40 cases per location)

_____ # Of cases

4. Do you have a preference for a particular Contractors Manufacturer's Brand?

☐ Yes ☐ No

If yes, please identify (✓) the Manufacturer Brand below.

☐ Great White ☐ Domtar ☐ IBM ☐ Rolland

5. Do you belong to a Purchasing Consortium?

☐ Yes ☐ No

If yes, please provide the name and contact information so that we may discuss this option with them directly.

Purchasing Consortium Name: _____

Contact Name: _____ Phone: _____

6. At what price per case would you commit your purchase volumes to the "Stretching the Paper Dollar Big Buy Program"?

\$_____ per case

7. If you would like to participate in the "Stretching the Paper Dollar Big Buy Program" please provide the bill to, ship to, contact, quantity and delivery information for each location.

Bill To Information:

| | |
|-----------------------|--|
| Eligible Entity Name: | |
| Contact Name: | |
| Street Address | |
| City/Town & Zip | |
| Telephone # / Email | |

Ship To Information:

| | |
|-----------------------|--|
| Eligible Entity Name: | |
| Contact Name: | |
| Street Address | |
| City/Town & Zip | |
| Telephone # / Email | |